

CHEMICAL PRODUCTION FACILITY PARTNERSHIPS IN THE USA

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In this case study, a fatty ester company engaged CPL Business Consultants to facilitate commercial partnerships for its chemical production facilities in the USA. The client had excess capacity, which was an opportunity or solution if they could find the correct problem. CPL found partners to utilise this capacity and increase ROCE.

The objective was to assist a client in extending the use of its chemical production facilities in the USA. These facilities had a number of processing and chemical manufacturing capabilities, but only a portion was used. Despite this, the facilities were profitable and also of considerable strategic significance.

For all of these important reasons, the facility was not for sale but could nevertheless represent an opportunity or a solution for a partner if the correct problem could be found.

These facilities could have been used for new ingredients that could be made and sold by the client; or collaborations with a variety of other companies under various commercial terms (including tolling arrangements).

The project focussed on potential partners in the following ingredient sectors involving esterification:

- Synthetic Lubricants
- Personal Care
- Animal Feed Additives
- Food Ingredients

CPL contacted ~600 individuals in ~380 companies, which received an introduction document. We received ~20 firm expressions of interest and introduced the client to these companies for further discussions. Following the project, the client subsequently filed its production capacity.

Click here for a [copy of the table of contents](#). An outline of the report contents can also be found below.

USA CHEMICAL FACILITY PRODUCTION PARTNERSHIPS

Executive Summary

- Objective
- Background
- Method
- Principal Findings
- Conclusions
- Recommendations

Potential Chemical Production Facility Partnerships

- Prioritised List of Potential Production Partnerships
- Recommended Actions for Each Partnership Company

Appendix: Introduction Document

- The Client
- The Facilities
- Production Partnership Opportunities
- Contact

In addition to this project on chemical facility production partnerships in the USA, CPL has also worked on other projects involving [fatty esters](#). You can find other examples by browsing this site or using the search bar on this page. Have a look at our [PowerPoint Introduction](#) and [Brochure](#) describing deliverables, differentiators and case studies. You can also review [eight case studies](#).